

Message Text

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E.O. 11652: N/A

TAGS: BTRA, LI

SUBJECT: FOREIGN BUYER PROGRAM - MR. GEORGE BYNUM, CONTINENTAL
MARKETING CORPORATION

REF: STATE 37676

1. COMMERCIAL ATTACHE TALKED WITH BYNUM FEBRUARY 28 AND MARCH 4. BYNUM INDICATED WHILE IN US HE MADE ARRANGMENTS PURCHASE VEHICLES FOR SECURITY SERVICE FROM SHEEHY FORD OF MARLOW HEIGHTS, MD. VALUE APPROXIMATELY DOLS EIGHTY THOUSAND. EXIM FINANCING NOW BEING ARRANGED THROUGH MARYLAND NATIONAL BANK. BYNUM ASSOCIATED WITH ISAAC EMMANEUL TOLBERT (NEPHEW OF PRESIDENT) WHO OWNER OF WILBERTA'S PRIVATE DETECTIVE AGENCY WHICH HAS SIGNED AGREEMENT WITH WACKENHUT OF MIAMI, FLORIDA FOR EXPANSION OF SECURITY OPERATIONS OF AGENCY. EXPECTS TO BE IN MARKET FOR ADDITIONAL SECURITY RELATED EQUIPMENT. FYI: BYNUM AND TOLBERT DISCUSSING WITH EMBASSY POSSIBILITY OF CONTRACTING FOR GUARD SERVICE. END FYI.

2. BYNUM SAID THAT WHILE IN WASHINGTON HE MADE ARRANGEMENTS FOR CONTINENTAL MARKETING TO PURCHASE GM TEREX HEAVY EQUIPMENT AND TO BECOME LIBERIAN DISTRIBUTOR FOR TEREX LINE. HE PRODUCED LETTER FROM JAMES H. GRAY, SR. OF BIGIM ASSOCIATES INTERNATIONAL, 9611 MUIRFIELD DRIVE, UPPER MARLBORO, MARYLAND 20870, WHICH INDICATED THAT GM HAD QTE TENATIVELY (SIC) AGREED TO ALLOW MY ORGANIZATION TO BUY HEAVY EQUIPMENT MANUFACTURED BY TEREX DIRECT FROM THE FACTORY, ONLY FOR THE EXPRESS PURPOSE OF SELLING IT TO YOUR COUNTRY UNQTE. LETTER INDICATES THAT BIGIM GIVEN CONSIDERATION BY TEREX ON PROVISION THAT THEY ESTABLISH

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SERVICE UNIT IN LIBERIA TO PROVIDE SERVICE AND FACTORY WARRANTY

WORK, WITH ULTIMATE GOAL TO ESTABLISH A FRANCHISED TEREX DEALERSHIP IN LIBERIA. BYNUM WAS SOMEWHAT DISCONCERTED WHEN COMMERCIAL ATTACHE INDICATED THAT TEREX ALREADY WELL-ESTABLISHED HERE THROUGH BLACKWOOD-HODGE WHICH ALREADY ACTIVELY SELLING TO MINES AND OTHERS AS WELL AS OFFERING EXTENSIVE AFTER SERVICE. BYNUM REQUESTED WASHINGTON QUERY BIGIM AND/OR GM TO ASCERTAIN IF EXISTING TEREX DISTRIBUTORSHIP FOR LIBERIA EXCLUSIVE, AS BYNUM PLANNING TAKE PROPOSAL TO PRESIDENT.

3. CORRESPONDENCE FROM BIGIM INDICATES CONTINENTAL MARKETING ALSO NEGOTIATING PURCHASE OF BULK CEMENT AND MACK TRUCKS THROUGH BIGIM (MACK ALSO HAS LOCAL DISTRIBUTOR).

4. BYNUM INDICATED BIGGEST DEAL IN OFFING IS PURCHASE OF CEMENT PLANT IN AMOUNT DOLS SEVEN MILLION. PLANT IS JAPANESE-MADE FOR USE IN VIETNAM, STILL IN CRATES IN PHILIPPINES AND READY FOR SHIPMENT. PLAN IS TO MANUFACTURE CEMENT IN LIBERIA FOR EXPORT THROUGHOUT AFRICA. FYI: LEBANESE-OWNED CEMENTCO ALREADY HAS CONCESSION FROM GOL FOR EXCLUSIVE RIGHTS TO LIBERIA CEMENT MARKET. ENDY FYI. CEMENT PLANT PURCHASE THROUGH ROBERT L. SHORTLEY, INTERSPEC, INC., SUITE 213, 1730 RHODE ISLAND AVE., N.W. WASHINGTON, D.C. (202) 347-1958.

5. BYNUM ALSO DISCUSSED NUMBER OF OTHER PROJECTS, BUT PROVIDED NO DETAILS. HE INDICATED HE WILL RETURN AND FULLY BRIEF EMBASSY ON RESULTS US VISIT LATER.

6. ACTION REQUESTED: PLEASE CONTACT BIGIM ASSOCIATES OR TEREX DIVISION OF GENERAL MOTORS TO ASCERTAIN IF TEREX AGENCY FOR LIBERIA AVAILABLE.
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